

**PRODUCERS' QUESTIONNAIRE**  
**STRUCTURAL STEEL BEAMS FROM JAPAN AND KOREA**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**  
Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than November 14, 2005**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its reviews concerning structural steel beams from Korea (inv. Nos. 701-TA-401 and 731-TA-854 (Review)) and Japan (inv. No. 731-TA-853 (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_  
World Wide Web address \_\_\_\_\_

Has your firm produced structural steel beams (as defined in the instruction booklet) at any time since January 1, 2000?

☐

**NO**

(Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐

**YES**

(Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**CERTIFICATION**

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.*

*By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these reviews in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

*I acknowledge that information submitted in this questionnaire response and throughout these reviews may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these reviews or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( ) \_\_\_\_\_  
*Phone*

( ) \_\_\_\_\_  
*Fax*

**PART I--GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_ hours \_\_\_\_\_ dollars

- I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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- I-3. Do you support or oppose continuation of the subject orders currently in place for structural steel beams from Japan and Korea? Please explain.

Japan: ☐ Support ☐ Oppose ☐ Take no position

Korea: ☐ Support ☐ Oppose ☐ Take no position

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- I-4. Is your firm owned, in whole or in part, by any other firm?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

**PART I--GENERAL QUESTIONS--Continued**

- I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing structural steel beams from Japan and Korea into the United States or which are engaged in exporting structural steel beams from Japan and Korea to the United States?

☐ No      ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

- I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in importing structural steel beams from countries other than Japan and Korea into the United States or which are engaged in exporting structural steel beams from countries other than Japan and Korea to the United States?

☐ No      ☐ Yes--List the following information.

<u>Country/firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

- I-7. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of structural steel beams?

☐ No      ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

- I-8. In Parts II and IV of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for structural steel beams?

☐ No      ☐ Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not.

\_\_\_\_\_

\_\_\_\_\_

**PART II.--TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from Joann Tortorice (202-205-3032). Supply all data requested on a calendar-year basis.

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_  
Phone No.

\_\_\_\_\_  
E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of structural steel beams since 2000?

☐ No ☐ Yes--Supply details as to the time, nature, and significance of such changes.

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II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of structural steel beams in the future?

☐ No ☐ Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue. Include in your response a specific projection of your firm's capacity to produce structural steel beams (in short tons) for 2005 and 2006.

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II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of structural steel beams in the future if the subject orders on structural steel beams from Japan and Korea were to be revoked?

☐ No ☐ Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue. Please indicate if your response concerning revocation of the order from Japan and revocation of the orders from Korea differs.

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**PART II.--TRADE AND RELATED INFORMATION--Continued**

- II-5. Has your firm since 2000 (the year the subject orders under review became effective) produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of structural steel beams and/or using the same production and related workers employed to produce structural steel beams?

☐ No

☐ Yes--List the following information and report your firm's combined production capacity and production of these products and structural steel beams in the periods indicated.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity and employment data (indicate if different)</u>
_____	_____	_____
_____	_____	_____

<i>(Quantity in short tons)</i>					
Item	2000	2001	2002	2003	2004
<b>AVERAGE PRODUCTION CAPACITY</b>					
<b>PRODUCTION</b>					

- II-6. Please describe the constraint(s) that set the limit(s) on your production capacity.

\_\_\_\_\_

\_\_\_\_\_

- II-7. Is your firm able to switch production between structural steel beams and other products in response to a relative change in the price of structural steel beams vis-a-vis the price of other products, using the same equipment and labor?

☐ No

☐ Yes--Please identify the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from structural steel beams.

\_\_\_\_\_

\_\_\_\_\_

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-8a. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of structural steel beams in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<b>(Quantity in short tons, value in \$1,000)</b>					
<b>Item</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>
<b>AVERAGE PRODUCTION CAPACITY<sup>1</sup></b> ( <i>quantity</i> )					
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )					
<b>PRODUCTION</b> ( <i>quantity</i> )					
<b>U.S. SHIPMENTS:</b>					
<b>Commercial shipments:</b>					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
<b>Internal consumption:</b>					
<i>Quantity</i> of internal consumption					
<i>Value<sup>2</sup></i> of internal consumption					
<b>Transfers to related firms:</b>					
<i>Quantity</i> of transfers to related firms					
<i>Value<sup>2</sup></i> of transfers to related firms					
<b>EXPORT SHIPMENTS:<sup>3</sup></b>					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
<b>END-OF-PERIOD INVENTORIES<sup>4</sup></b> ( <i>quantity</i> )					
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> ( <i>quantity</i> )					
<b>U.S. SHIPMENTS TO FABRICATORS</b> ( <i>quantity</i> )					
<b>U.S. SHIPMENTS TO END USERS</b> ( <i>quantity</i> )					
<b>AVERAGE NUMBER OF PRWs</b>					
<b>HOURS WORKED BY PRWs</b> ( <i>1,000 hours</i> )					
<b>WAGES PAID TO PRWs</b> ( <i>value</i> )					

<sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating \_\_\_\_\_ hours per week, \_\_\_\_\_ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000-04 below:

<sup>3</sup> Identify your principal export markets: \_\_\_\_\_.

<sup>4</sup> Reconciliation of data.--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

☐ Yes ☐ No--Please explain: \_\_\_\_\_.

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-8b. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of structural steel beams in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<b>(Quantity in short tons, value in \$1,000)</b>		
<b>Item</b>	<b>January-September 2004</b>	<b>January-September 2005</b>
<b>AVERAGE PRODUCTION CAPACITY<sup>1</sup></b> ( <i>quantity</i> )		
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )		
<b>PRODUCTION</b> ( <i>quantity</i> )		
<b>U.S. SHIPMENTS:</b>		
<b>Commercial shipments:</b>		
<i>Quantity</i> of commercial shipments		
<i>Value</i> of commercial shipments		
<b>Internal consumption:</b>		
<i>Quantity</i> of internal consumption		
<i>Value<sup>2</sup></i> of internal consumption		
<b>Transfers to related firms:</b>		
<i>Quantity</i> of transfers to related firms		
<i>Value<sup>2</sup></i> of transfers to related firms		
<b>EXPORT SHIPMENTS:<sup>3</sup></b>		
<i>Quantity</i> of export shipments		
<i>Value</i> of export shipments		
<b>END-OF-PERIOD INVENTORIES<sup>4</sup></b> ( <i>quantity</i> )		
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> ( <i>quantity</i> )		
<b>U.S. SHIPMENTS TO FABRICATORS</b> ( <i>quantity</i> )		
<b>U.S. SHIPMENTS TO END USERS</b> ( <i>quantity</i> )		
<b>AVERAGE NUMBER OF PRWs</b>		
<b>HOURS WORKED BY PRWs</b> ( <i>1,000 hours</i> )		
<b>WAGES PAID TO PRWs</b> ( <i>value</i> )		

<sup>1</sup> The production capacity (see definitions in instruction booklet) reported is based on operating \_\_\_\_\_ hours per week, \_\_\_\_\_ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

<sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for January-September 2004 and 2005 below:

<sup>3</sup> Identify your principal export markets: \_\_\_\_\_.

<sup>4</sup> Reconciliation of data.--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

☐ Yes ☐ No--Please explain: \_\_\_\_\_.

**PART II.--TRADE AND RELATED INFORMATION--Continued**

- II-9. If you reported transfers to related firms in questions II-8a or II-8b, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

- II-10. Other than direct imports, has your firm otherwise purchased structural steel beams since January 1, 2000? (See definitions in the instruction booklet.)

☐ No

☐ Yes--Report such purchases below for the specified periods.<sup>1</sup>

<b>(Quantity in short tons, value in \$1,000)</b>							
<b>Item</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>	<b>Jan.- Sept. 2004</b>	<b>Jan.- Sept. 2005</b>
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF STRUCTURAL STEEL BEAMS FROM--</b>							
<b>JAPAN:</b>							
<i>Quantity</i>							
<i>Value</i>							
<b>KOREA:</b>							
<i>Quantity</i>							
<i>Value</i>							
<b>ALL OTHER COUNTRIES:</b>							
<i>Quantity</i>							
<i>Value</i>							
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>							
<i>Quantity</i>							
<i>Value</i>							
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>							
<i>Quantity</i>							
<i>Value</i>							
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.							
<sup>2</sup> Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier.							



**PART II--TRADE AND RELATED INFORMATION--Continued**

II-11. Since January 1, 2000, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of structural steel beams?

☐ No ☐ Yes--Name firm(s): \_\_\_\_\_

II-12. Does your firm produce structural steel beams in a foreign trade zone (FTZ)?

☐ No ☐ Yes--Identify FTZ(s): \_\_\_\_\_

II-13. Since January 1, 2000, has your firm imported structural steel beams?

☐ No ☐ Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

*Note: For questions II-14 and II-15, please indicate if your answer differs with respect to the individual subject orders from Japan and Korea.*

II-14. Describe the significance of the existing subject orders covering imports of structural steel beams from Japan and Korea in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may also compare your firm's operations before and after the imposition of the orders.

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II-15. Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of structural steel beams in the future if the subject orders on structural steel beams from Japan and Korea were to be revoked?

☐ No ☐ Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

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**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Chand Mehta (202-205-3174 or Chand.Mehta@usitc.gov).

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: \_\_\_\_\_  
 Name and title \_\_\_\_\_  
 Phone No. \_\_\_\_\_ Fax No. \_\_\_\_\_  
 E-mail address \_\_\_\_\_ Company web address \_\_\_\_\_

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? \_\_\_\_\_  
 If your fiscal year changed during the period examined, explain below: \_\_\_\_\_
- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise: \_\_\_\_\_
2. Does your firm prepare profit/loss statements for the subject merchandise: Yes \_\_\_ No \_\_\_
3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.  
 Audited \_\_\_ unaudited \_\_\_ annual reports \_\_\_ 10Ks \_\_\_ 10Qs \_\_\_  
 Monthly \_\_\_ quarterly \_\_\_ semi-annually \_\_\_ annually \_\_\_
4. Accounting basis: GAAP \_\_\_ cash \_\_\_ tax \_\_\_ other comprehensive (specify) \_\_\_\_\_

*Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes structural steel beams, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

III-5. Other products.--Please list any other products you produced in the facilities in which you produced structural steel beams, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales
_____	_____
_____	_____
_____	_____

**PART III.--FINANCIAL INFORMATION--Continued**

III-6a. Operations on structural steel beams.--Report the revenue and related cost information requested below on the structural steel beams operations of your U.S. establishment(s).<sup>1</sup> Do not report resales of product. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your five most recently completed fiscal years in chronological order from left to right, and for the specified interim periods on the next page. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Chand Mehta at (202) 205-3174 before completing this section of the questionnaire.

<b>(Quantity in short tons, value in \$1,000)</b>					
<b>Item</b>	<b>_____</b>	<b>_____</b>	<b>_____</b>	<b>_____</b>	<b>_____</b>
<b>Net sales quantities:<sup>2</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
<b>Net sales values:<sup>2</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>					
Raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
<b>Gross profit or (loss)</b>					
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
<b>Operating income or (loss)</b>					
<b>Other income and expenses:</b>					
Interest expense					
All other expense items					
Continued Dumping and Subsidy Offset Act funds received <sup>3</sup>					
All other income items					
All other income or expenses, net					
<b>Net income or (loss) before income taxes</b>					
<b>Depreciation/amortization included above</b>					
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. <sup>3</sup> Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.					

**PART III.--FINANCIAL INFORMATION--Continued**

III-6b. Operations on structural steel beams--Report the revenue and related cost information requested below on the structural steel beams operations of your U.S. establishment(s).<sup>1</sup> Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for the specified interim periods.

(Quantity in short tons, value in \$1,000)		
Item	January-September 2004	January-September 2005
<b>Net sales quantities:<sup>2</sup></b>		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales quantities		
<b>Net sales values:<sup>2</sup></b>		
Commercial sales		
Internal consumption		
Transfers to related firms		
Total net sales values		
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>		
Raw materials		
Direct labor		
Other factory costs		
Total cost of goods sold		
<b>Gross profit or (loss)</b>		
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>		
Selling expenses		
General and administrative expenses		
Total SG&A expenses		
<b>Operating income or (loss)</b>		
<b>Other income and expenses:</b>		
Interest expense		
All other expense items		
Continued Dumping and Subsidy Offset Act funds received <sup>3</sup>		
All other income items		
All other income or expenses, net		
<b>Net income or (loss) before income taxes</b>		
<b>Depreciation/amortization included above</b>		
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. <sup>3</sup> Please report funds received under this act in the period(s) in which they were received. Do not report these funds as an offset to operating expenses.		

**PART III.--FINANCIAL INFORMATION--Continued**

- III-7. Asset values.--Report the total assets associated with the production, warehousing, and sale of structural steel beams. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your five most recently completed fiscal years in chronological order from left to right.

(Value in \$1,000)					
Value of	_____	_____	_____	_____	_____
<b>Assets associated with the production, warehousing, and sale of product:</b>					
<b>1. Current assets:</b>					
A. Cash and equivalents					
B. Accounts receivable, net					
C. Inventories (finished goods)					
D. Inventories (raw materials and work in process)					
E. All other current assets					
F. Total current assets (lines 1.A. through 1.E.)					
<b>2. Property, plant, and equipment</b>					
A. Original cost of property, plant, and equipment					
B. Less: Accumulated depreciation					
C. Equals: Book value of property, plant, and equipment					
<b>3. All other non-current assets</b>					
<b>4. Total assets</b> (lines 1.F., 2.C., and 3)					

- III-8. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on structural steel beams. Provide data for your five most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Value in \$1,000)					
Item	_____	_____	_____	_____	_____
<b>Capital expenditures</b>					
<b>Research and development expenditures</b>					

Item	January-September 2004	January-September 2005
<b>Capital expenditures</b>		
<b>Research and development expenditures</b>		

**PART IV.--PRICING AND MARKET FACTORS**

Further information on this part of the questionnaire can be obtained from Steven Trost (202-205-3220).

IV-1. Who should be contacted regarding the requested pricing and related information?

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_

Phone No. E-mail address

**Section IV-A.--PRICE DATA**

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products during January 2000-September 2005. Values should be for arms-length sales to unrelated U.S. customers, f.o.b. U.S. point of shipment, net of returns, refunds, discounts, and credits.

**Product 1.**—Wide-flange beams— web depth 8 to 14 inches (ASTM A-36, A-572-50, or A-992, or equivalents)

**Product 2.**—Wide-flange beams— web depth 16 to 24 inches (up to 103 pounds/foot) (ASTM A-36, A-572-50, or A-992, or equivalents)

**Product 3.**—Wide-flange beams— web depth 27 to 36 inches (up to 397 pounds/foot) (ASTM A-36, A-572-50, or A-992, or equivalents)

**Product 4.**—H-piles—12 to 14 inches (ASTM A-36, A-572-50, or A-690, or equivalents)

**Product 5.**—M-beams— all sizes (ASTM A-36, A-529, or A-572-50, or A-992, or equivalents)

**COPY THE FOLLOWING PAGE AS NECESSARY.** Complete a separate page for each of the specified products produced and sold by your firm.

**PART IV.--PRICING AND MARKET FACTORS--Continued****Section IV-A.--PRICE DATA--Continued**

☐ Product 1    ☐ Product 2    ☐ Product 3    ☐ Product 4    ☐ Product 5

(Quantity in short tons, value in dollars)		
Period of shipment	Quantity	Value <sup>1</sup>
<b>2000:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2001:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2002:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2003:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2004:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2005:</b>		
January-March		
April-June		
July-September		
<sup>1</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.  Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:		

**PART IV.--PRICING AND MARKET FACTORS--Continued****Section IV-B.--PRICE-RELATED QUESTIONS**

- IV-B-1. Please describe how your firm determines the prices that it charges for sales of structural steel beams (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

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- IV-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

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- IV-B-3. What are your firm's typical sales terms for its U.S.-produced structural steel beams (e.g., 2/10 net 30 days)? \_\_\_\_\_ On what basis are your prices of domestic structural steel beams usually quoted (e.g., f.o.b. warehouse, or delivered)? \_\_\_\_\_

- IV-B-4. Approximately what share of your firm's sales of its U.S.-produced structural steel beams in 2004 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

- IV-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_  
 (b) Can prices be renegotiated during the contract period? \_\_\_\_\_  
 (c) Does the contract fix quantity, price, or both? \_\_\_\_\_  
 (d) Does the contract have a meet-or-release provision? \_\_\_\_\_

- IV-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_  
 (b) Can prices be renegotiated during the contract period? \_\_\_\_\_  
 (c) Does the contract fix quantity, price, or both? \_\_\_\_\_  
 (d) Does the contract have a meet-or-release provision? \_\_\_\_\_



**PART IV.--PRICING AND MARKET FACTORS--Continued****Section IV-B.--PRICE-RELATED QUESTIONS**

IV-B-7. Please report the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced structural steel beams.

Period (quarter and year)	Produced to order		From inventory		Total
	Lead time (first rolling day of quarter)	Share of quarterly sales	Lead time (first rolling day of quarter)	Share of quarterly sales	
1Q2000	_____ days	_____ %	_____ days	_____ %	100%
2Q2000	_____ days	_____ %	_____ days	_____ %	100%
3Q2000	_____ days	_____ %	_____ days	_____ %	100%
4Q2000	_____ days	_____ %	_____ days	_____ %	100%
1Q2001	_____ days	_____ %	_____ days	_____ %	100%
2Q2001	_____ days	_____ %	_____ days	_____ %	100%
3Q2001	_____ days	_____ %	_____ days	_____ %	100%
4Q2001	_____ days	_____ %	_____ days	_____ %	100%
1Q2002	_____ days	_____ %	_____ days	_____ %	100%
2Q2002	_____ days	_____ %	_____ days	_____ %	100%
3Q2002	_____ days	_____ %	_____ days	_____ %	100%
4Q2002	_____ days	_____ %	_____ days	_____ %	100%
1Q2003	_____ days	_____ %	_____ days	_____ %	100%
2Q2003	_____ days	_____ %	_____ days	_____ %	100%
3Q2003	_____ days	_____ %	_____ days	_____ %	100%
4Q2003	_____ days	_____ %	_____ days	_____ %	100%
1Q2004	_____ days	_____ %	_____ days	_____ %	100%
2Q2004	_____ days	_____ %	_____ days	_____ %	100%
3Q2004	_____ days	_____ %	_____ days	_____ %	100%
4Q2004	_____ days	_____ %	_____ days	_____ %	100%
1Q2005	_____ days	_____ %	_____ days	_____ %	100%
2Q2005	_____ days	_____ %	_____ days	_____ %	100%
3Q2005	_____ days	_____ %	_____ days	_____ %	100%
4Q2005	_____ days	_____ %	_____ days	_____ %	100%

**PART IV.--PRICING AND MARKET FACTORS--Continued****Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

- IV-B-8. (a) What is the approximate percentage of the total delivered cost of structural steel beams that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.
- (b) Who generally arranges the transportation to your customers' locations? Your firm \_\_\_\_\_ or purchaser \_\_\_\_\_ (check one).
- (c) What proportion of your sales occur within 100 miles of your storage or production facility? \_\_\_\_\_ percent. 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.
- IV-B-9. What is the geographic market area in the United States served by your firm's structural steel beams?
- ☐ Northeast   ☐ Mid-Atlantic   ☐ Midwest   ☐ Southeast
- ☐ Southwest   ☐ Rocky Mountains   ☐ West Coast   ☐ Northwest
- ☐ National   ☐ Other (describe) \_\_\_\_\_
- IV-B-10. Describe the end uses of the structural steel beams that you manufacture. For each end-use product, what percentage of the total cost is accounted for by structural steel beams?
- | <u>End use</u> | <u>Share of total cost accounted for by structural steel beams</u><br><u>(percent)</u> |
|----------------|--|
| _____          | _____  |
| _____          | _____  |
| _____          | _____  |
- IV-B-11. Have there been any changes in the end uses of structural steel beams since 2000?
- ☐ No   ☐ Yes--Please describe.
- \_\_\_\_\_
- \_\_\_\_\_
- IV-B-12. Do you anticipate any changes in terms of the end uses of structural steel beams in the future?
- ☐ No   ☐ Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.
- \_\_\_\_\_
- \_\_\_\_\_

**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-13. (a) Please list in order of importance any products that may be substituted for structural steel beams.

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

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(c) Have changes in the prices of these products affected the price for structural steel beams?

☐ No ☐ Yes--To what degree do changes in their prices affect the price for structural steel beams? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of structural steel beams or final end use?

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IV-B-14. Have there been any changes in the number or types of products that can be substituted for structural steel beams since 2000?

☐ No ☐ Yes--Please explain.

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IV-B-15. Do you anticipate any changes in terms of the substitutability of other products for structural steel beams in the future?

☐ No ☐ Yes--Please describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-16. To what extent have changes in the prices of raw materials affected your firm's selling prices for structural steel beams since 2000, including the use of raw material surcharges? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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V-B-17. Has your firm refused, declined, or been unable to supply structural steel beams since 2000? (Examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, experiencing an inability to meet shipment commitments in a timely manner, etc.)

☐ No ☐ Yes--Please note and document the time period(s) (i.e., month and year), country of origin, and the customer involved; the amount and type of product involved; and the mechanism used to allocate supply.

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IV-B-18. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced structural steel beams in the U.S. market since 2000?

☐ No ☐ Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

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**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--MARKET FACTORS**

IV-B-19. (a) Do you anticipate any changes in terms of the availability of U.S.-produced structural steel beams in the U.S. market in the future?

☐ Increase

☐ No Change

☐ Decrease

(b) If you anticipate changes in supply, please identify the changes including the time period and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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IV-B-20. Has the availability of NONSUBJECT (i.e., from countries other than Japan and Korea) imported structural steel beams changed since 2000?

☐ No

☐ Yes--Please explain.

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IV-B-21. Describe how easily your firm can shift its sales of structural steel beams between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting structural steel beams between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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IV-B-22. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of structural steel beams since 2000?

☐ No

☐ Yes--Please describe and quantify if possible.

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**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--MARKET FACTORS--Continued**

IV-B-23. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of structural steel beams in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

☐ No                      ☐ Yes--Please identify, including the time period.

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IV-B-24. How has demand within the United States (and outside the United States, if known) for structural steel beams changed since 2000?

(a) *within* the United States

☐ Increased                      ☐ Unchanged                      ☐ Decreased

☐ Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

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(b) *outside* the United States

☐ Increased                      ☐ Unchanged                      ☐ Decreased

☐ Other (describe) \_\_\_\_\_

What were the principal factors affecting changes in demand?

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**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--MARKET FACTORS--Continued**

IV-B-25. Do you anticipate any future changes in structural steel beams demand within or outside the United States?

(a) *within* the United States

☐ No

☐ Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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(b) *outside* the United States

☐ No

☐ Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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IV-B-26. Please discuss the impact, or expected impact, of the following events on the demand for structural steel beams both inside and outside the United States: (a) the recent passage of the Safe, Accountable, Flexible, Efficient Transportation Equity Act of 2005; (b) hurricanes Katrina and Rita; (c) and the tsunami that occurred in Southeast Asia on December 26, 2004.

(a) \_\_\_\_\_

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(b) \_\_\_\_\_

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(c) \_\_\_\_\_

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**PART IV.--PRICING AND MARKET FACTORS--Continued**

**Section IV-B.--MARKET FACTORS--Continued**

IV-B-27. Please compare market prices of structural steel beams in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

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IV-B-28. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss structural steel beams supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Japan and Korea, and (3) the world as a whole. Of particular interest is such data from 2000 to the present and forecasts for the future.

IV-B-29. Are your exports of structural steel beams subject to any tariff or non-tariff barriers to trade in other countries?

☐ No

☐ Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 2000, or that are expected to occur in the future.

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IV-B-30. Does your firm sell structural steel beams over the internet?

☐ No

☐ Yes--Please describe, noting the estimated percentage of your firm's total sales of structural steel beams in 2004 accounted for by internet sales.

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**PART IV.--PRICING AND MARKET FACTORS--Continued****Section IV-B.--MARKET FACTORS--Continued**

IV-B-31. Are structural steel beams produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	Japan	Korea	Other countries
United States				
Japan				
Korea				

<sup>1</sup> For any country-pair producing structural steel beams which are *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

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